THE Publishers' Weekly

The American Book Trade Journal

VOL. CVIII NEW YORK, DECEMBER 19, 1925 No. 25

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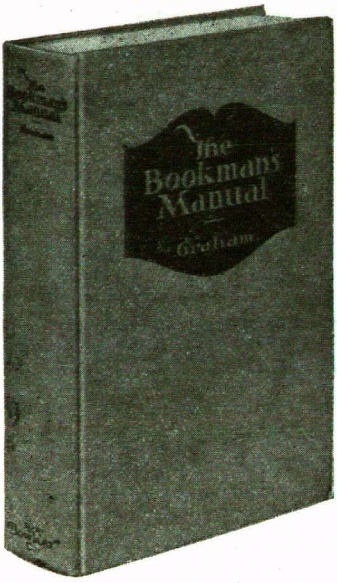

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The PUBLISHERS' WEEKLY

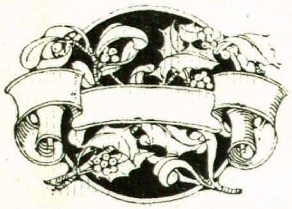
THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 19, 1925

When Christmas Is Toward

For the Most Part Just a Story but Every Bookseller Will Recognize Some Incidents as True

Margaret Thomsen Raymond



And so, to the bookstore, came the day before Christmas. Mary Brice entered, as always, at five minutes of nine. Those first five minutes, while the shades were yet drawn, while the warming radiators chattered softly, would be her only peaceful ones all day. She felt a bit regretful as the office boy snapped the shades to the top, and unlocked the doors, letting in the businesslike brightness of the sunshine and the chill December air with the first customers.

"Well, the day before Christmas! Won't be so bad today."

"Won't be so—that's a fallacy I'm handed every Twenty-fourth of December!"

"Good morning, Mrs. Schell," Mary turned to address a customer, "Did I send out your order? Just a moment; last Saturday you bought them? Oh, I guess they've gone out." She flicked over a half dozen pages of her sales book in a pretence of finding the order.

"Aren't you sure?" Mrs. Schell's voice held a trace of petulance. "Isn't there any way of looking it up to *be* sure?"

"It'll take me five or ten minutes."

"Well—" Mrs. Schell's tone said "I have all day."

With an inward reluctance that yet did not retard the swiftness of her fingers, she ran thru the alphabetically-filed, duplicate orders. Of course, she told herself, every customer's order is to her the most important one, but today the other side of the picture annoyed her. . . . S-a-t, Sau, Scha, Sche . . . here it is, Schell. She picked up the telephone receiver, "Shipping, please."

"Line's busy."

"I'll wait . . . yes, this is Miss Brice. A call for me? Switch it over to this wire, will you? Hello? Oh, hello, Ralph," the enthusiasm of her greeting was a little thin.

"Awful busy?" A slow, deep-voiced drawl.

"Well, kind of." Facial expressions fortunately, are not telephonic.

"How about this evening? You aren't going out of town for Christmas, are you?" She had a sudden vision of Ralph settling himself for a long chat, and against any such contingency, she made her answer sharp and short: "No!"

"Well, don't snap my head off. How about a show? I can get tickets at noon when I'm out. Anything you say."

"No, thanks. But if you want to come 'round, I'll be at home . . ." In the midst of her remarks, came a click, and the voice of the private branch operator speaking, "Here's the shipping, Miss Brice, if you still want them."

"Thanks." "Hello; shipping? Miss Brice, speaking. Did package L15427 go

out on Saturday? Received and signed for? That's all, thank you."

"Your package went out on Saturday, Mrs. Schell."

"Now you're positive."

"It's been signed for," Mary told her, a little wearily.

"Oh, it has? Thank you *so* much. You know how it is at this time of year, so many mistakes, and all. I just wanted to be sure."

"Miss Brice!" She wished they wouldn't shout at her from the front of the store like that, even before the customer was half way back to her department.

Mary turned to another woman. "He's an extremely bright child of six," she was told.

"Well, how would this book of verse be? It's one of the cleverest—"

"Oh, no! He reads! He wouldn't like that at all. Haven't you any of those animal stories, like run in the evening papers?"

"Yes, just a moment, I'll get them."

"Miss, can you wait on me? I've been waiting . . ."

"I'm sorry. *Miss Jackson!*" There she was, calling for someone else as she hated to be called! "Now," she addressed her own customer again, "I'll get those animal books for you."

"Are you Miss Brice?" Mary nodded. "Well, Mr. Hart told me to ask for you. He said you knew all about the books, and would help me out. I'm Mrs. Murphy."

"Oh, yes, Mrs. Murphy."

"Books for my grandchildren's what I want. Now the youngest one's six, and very bright."

Mary Brice pattered along about this book, about that. "Where did you say the color books and crayons are kept? In the top drawer? Thanks . . . there aren't any here." Miss Jackson's interruption demanded that she leave Mrs. Murphy for a brief moment to point out the exact spot of color books and crayons.

"Now, you think you'll take this for the six year old?" She was back. "What's the next age?"

"Miss, would you take the money for this book? I won't wait to have it wrapped."

"That's a two and a half book."

"Oh, well, can't you get change from this five?"

She turned to Mrs. Murphy. "I'm sorry, I'm busy. One of the girls will wait on you the moment she is free." She felt no qualms when the book was slatted to the counter and the would-be purchaser was whisking down the aisle, her remark, "Such discourtesy; I've waited five whole minutes—" clearly audible.

Just as she said "Goodbye" to Mrs. Murphy, "Miss Brice, telephone!" Oh, darn it, there was Ralph again! "Hello, yes? Oh, yes, hello, Ralph."

"We got cut off this morning. I wasn't sure if you wanted me to come 'round tonight."

"Yes, indeed, come ahead. I won't be much company, tho."

"It's not so bad today, is it?" Again her sense of Ralph settling down to a chat. "Twenty-fourth of December is never as bad, I've heard, as the other days of rush."

"Ha, ha! That's me, uttering unbridled mirth."

"Oh, then, I won't keep you any longer. I just wanted to be sure I'd heard right, as I've something to tell you, and a present; just a little remembrance, nothing much—"

"That's awfully nice of you." Mary suddenly realized that her name had been uttered more than once, and in the return to consciousness of the demands upon her, her words were brisker than she intended. "See you tonight—'Bye." And hung up.

Three weeks ago, had Ralph Eaton been insistent enough upon seeing her to telephone twice in a morning, she would have found it cause enough to flutter that self-sufficient heart of hers, but that he had a present for her, "something to tell her" . . . well, the logical sequence would be chronic palpitation, she supposed. Now, how did she feel? Certainly no flutters, but perhaps it was the day and not her heart that was out of joint. All this, while she made out a charge for Mrs. I. Rossbach, and a "send to" Miss A. Feinberg. "You'll be sure to erase the price, won't you? And don't forget to write 'Merry Christmas' on a card, with my name."

"Yes'm." Mary Brice turned to yet another woman, attended by a man.

"I've been to three bookstores," came this announcement, and Mary's heart sank

before the lipbitten severity of tone, "and I'm looking for a boy's book by a man named Sawyer. I can't remember the title, but it comes in a red binding. She turned to her companion, as for confirmation.

"If you'll wait just a moment," Mary Brice interrupted, "I'll look it up in the Children's Catalog, under Sawyer." But none of the titles written by Sawyer's seemed to fit. An idea flew along the edges of Mary's mind, but she laid it aside as impossible. "I'm sorry," she ended, "I can't suggest anything else."

"It's a classic, and very well known. The stupidity of these book clerks," she said, aside, for her escort's benefit, "is amazing. It's a wonder to me big houses like this hire such people!"

In indignation, the thought edging about Mary's brain took shape in words, "You don't by any chance mean "Tom Sawyer," by Mark Twain, do you?"

"Why, yes. That's it. Have you a copy? I'll take it. That's the best you have? It's for my nephew, twelve; he's much beyond his years in reading. Thank you!"

Long enough for one deep breath, seemed the time off for lunch. She was too fagged to eat; only the gulps of hot coffee tasted good . . . and braced her for the afternoon.

Slowly, the afternoon passed. "Miss" on this side, "Miss" on that. "Miss . . . Miss . . . Miss!" until the hissing monosyllable, flung at her by half a hundred mouths tore thru her weary brain like a blazing whirligig and questions, useless questions, that, had the askers stopped to think, must have been answered before they were asked. Fifty times, she must have said, "Second floor for cards," to people standing directly before the sign, "Cards on the Second Floor!" Dozens of times she had answered, "The children's books are right here," to persons staring directly at a tall pile of "Mother Goose." To almost every customer, she suggested a book for that ubiquitous being, "the extremely bright child."

More than once, as to some sweet, forbidden anodyne, she slipped for a moment behind the last counter, and thought of Ralph. . . . And so, back to the saturnalian confusion that ushers in the peak of Christian holy days.

Five o'clock at last, five-thirty. A lull. Then,

"Would you mind getting me a magazine?"

"Magazines are on the balcony."

"Couldn't you run up and get it for me?" The woman's voice was ingratiating, "I've been on my feet all day shopping, and I'm simply worn out!"

The paymaster tucked a yellow envelope into her hand. "Merry Christmas from the Firm." She looked at the words, written in the bookkeeper's unemotional slant; contemplated the small, manilla oblong lying there, thin and bloodless, across her palm, and knew there was none to thank but "the Firm."

Mr. Hart, hatted, ready for the street, paused to say: "Merry Christmas. And thank you all for what you've done to make this a successful season."

Tired? Oh, but she was tired! She went for her purse . . . each step a throbbing torture. . . .

Lights began to wink out; the store was closed.

Miss Jackson, Miss Warren, both handing. her ribbon- and holly-bedecked packages. "Merry Christmas, Miss Brice, Merry Christmas!" Oh, yes! The old words could be a cord, taut about the heart "Merry Christmas, girls." She accomplished an upward curve of the lips. "Something for each of you in my locker." Even she, in thought, was one with the mob, keeping up appearances with a gift here, a gift there.

She passed out the employees' exit. She'd soon be home, now, and Ralph was coming. Why had she asked him to come tonight, of all nights? Oh, but she was glad, too, because, he'd said . . . what had he said? She alighted, crossed the street to her boarding house. After dinner would be time enough to dress; if only she could rest before she ate, she might enjoy—but dinner was half over now. She slipped into her place at table, and made a pretence at eating, at conversation.

Two flights, she must trudge, to reach at last the yielding edge of her cot. She leaned against the wall; out of the plaster spread a chill across her aching shoulder blades, grateful, and yet somehow—she hunched her back in a sudden shiver. She sat, contemplating the closet and its contents, moveless, decisionless. She could dress at the last minute, when they rang for her to come down.

The mumble of a faintly familiar voice, floating up the stair well, made her stir. Far away, it was, oh, very far! She slipped back into her dozing, only to be jerked out of it by that same voice, near at hand, speaking her name, "Mary."

"Ralph!" Heavy eyed, heavy voiced, she recognized him. Then, more briskly, "Oh, Ralph," and she sat up. "When—How—Nine-fifteen! How could I sleep so long?"

"Well," his dear, lop-sided smile drew in one corner of his mouth, "Aren't you asking me to sit down?"

Mary blinked. "Oh, I'm still half asleep!" She patted the edge of the cot, that with its cretonne covers, made a pretense of being a couch in the waking hours. "Forgive me. Come in."

He tossed his hat and coat to a chair, settled down beside her. She took the white tissue wrapped bundle which he held out to her. "For me? May I open it now?" It felt suspiciously compact and heavy. She stripped it of ribbon, gold seals and white tissue. It was—yes, it was—a book! "The Oxford Book of English Verse"—stamped in gold upon grained leather. A choking sound fluttered in her throat. Tears, or was it a giggle? She slumped among her pillows, her face hidden, and the volume slid from her knees to fall with a dead thump on the floor.

"Mary? Then you didn't want it. I'm sorry—I thought—"

"Oh, yes, I do. I told you I wanted it. It's just seeing it tonight after the hectic day. 'Seven fifty for leather, madam, and for India paper, bound in cloth . . .'"

A warm prickly tweed shoulder was under her cheek. "I wanted it more than anything else in the world—except . . . " She nestled more closely.

November Best Sellers

THE leaders of the "Best Sellers" list reported in the January issue of *Books of the Month,* "The Perennial Bachelor," the Harper prize novel, and "One Increasing Purpose," retain their places from the previous month, when they also headed the list. Third on the November list is "Wild Geese," another prize-winning novel, whose sales have made a great gain over last month, when it was ninth on the list. Holding approximately the same places as they have for the past few months, are "The Keeper of the Bees," "Glorious Apollo" and "The Professor's House." Next comes Hugh Walpole's story of a thrilling adventure which a young American encountered in a little English coastal town, "Portrait of a Man with Red Hair." "Soundings" has dropped from fifth to eighth place. "Queer Judson," by Joseph Lincoln, after reaching seventh place on its first appearance in the best seller list, has now dropped to next to the last. "Little Ships" completes the list, just as it did last month.

Lord Grey's memoirs, "Twenty-five Years," again tops the column of non-fiction. Second is "The Life and Letters of Walter H. Page," by Burton J. Hendrick, the third volume of which has only recently been published. Following are "The Man Nobody Knows," "When We Were Very Young," "The Boston Cooking School Cook Book," and "Diet and Health." Another autobiography comes next, "Recollections of Thomas R. Marshall," its subtitle being, "A Hoosier Salad." The author was formerly Vice-President of the United States. "Fruit of the Family Tree" is again on the list, at eighth place, this month, followed by "The Greatest Book in the World." Edgar Guest's "Poems" reappear at tenth.

FICTION

Parrish. "The Perennial Bachelor." *Harper.*
Hutchinson. "One Increasing Purpose." *Little, Brown.*
Ostenso. "Wild Geese." *Dodd, Mead.*
Porter. "The Keeper of the Bees." *Doubleday.*
Barrington. "Glorious Apollo." *Dodd, Mead.*
Cather. "The Professor's House." *Knopf.*
Walpole. "Portrait of a Man with Red Hair." *Doran.*
Gibbs. "Soundings." *Little, Brown.*
Lincoln. "Queer Judson." *Appleton.*
Norris. "Little Ships." *Doubleday.*

NON-FICTION

Grey. "Twenty-five Years," *Stokes.*
Hendrick. "The Life and Letters of Walter H. Page." *Doubleday.*
Barton. "The Man Nobody Knows." *Bobbs-Merrill.*
Milne. "When We Were Very Young." *Dutton.*
Farmer. "Boston Cooking School Cook Book." *Little, Brown.*
Peters. "Diet and Health." *Reilly.*
Marshall. "Recollections." *Bobbs-Merrill.*
Wiggam. "Fruit of the Family Tree." *Bobbs-Merrill.*
Newton. "The Greatest Book in the World." *Little, Brown.*
Guest. "Poems." *Reilly.*

Sees a Radio Novel

COSMO HAMILTON, who recently claimed newspaper space with a prophecy that the radio and the motion picture would spell the doom of the spoken drama has, in an address last week, made the prediction that in the future authors will have to adapt their stories for people to hear, not to read.

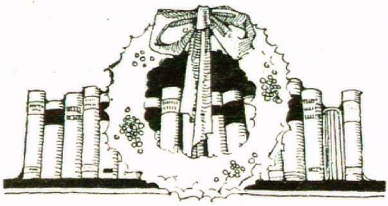
"The age of the novel is fast passing. Writers will be compelled to understand that they must assist in directing what the people will hear. In the future I expect to devote much time to writing novels and plays suited to a radio audience."

Mr. Hamilton has recently made a condensation of his novel, "Paradise," so that it can be read in fifteen minutes over the microphone, altho it was originally a novel of 80,000 words.

"I am sure," he said, "that this and other experiments will eventually lead to the elimination of long, written novels. In due time the radio audience will be taxed. Broadcasting will not always be free. Let us assume that the tax would not be more than 1c. per head. There are approximately 6,000,000 radio fans, and the author could expect $60,000 from the first reading of his novel."

THE Publishers' Weekly
The American Book Trade Journal
Founded by F. Leypoldt
EDITORS
R. R. Bowker F. G. Melcher
December 19, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.



Merry Christmas!

THE post-office says "Mail Christmas greetings early" and we shall respond to the appeal by mailing ours on the Friday before. We wish our greeting could be made as hearty and as personal as we should like to have it. For fifty-two weeks in the year, the *Publishers' Weekly* goes out to those who handle books. As we plan each article, winnow each week's budget of news, and write each page of editorial comment, we are visualizing a far-spread group of people who seem as real to us as long-established friends. We feel the ebb and flow of public book interest with as sensitive a response as if we were a part of each failure or triumph. The network of interest that takes a book from publisher to public is intricate and interdependent, and the more we, thru these pages, can do to make this important machinery work more smoothly and efficiently for the good of all and for the broader service to the reading public, the more nearly we come to carrying out our aim.

When we now arrive at the final issue of an unusual year of book-trade history we are conscious that an epochal quarter century has closed, a quarter century in which the book-trade has climbed from the depths of despair to the high plains of increased confidence and professional pride. Will the next quarter century build solidly upon the foundations thus established? We believe so. And we believe that we shall now see a steady forward movement toward an even more far-flung book service which shall be for all the people.

Merry Christmas and a prosperous New Year!

The New Kelly Bill

ONE of the first bills to be filed for the action of the new Congress was the Kelly Bill (H. R. 11) providing a method of standardizing prices on trade-marked or copyright merchandise. The bill is printed in full in this issue of the *Publishers' Weekly* and should be given close study by both publishers and booksellers, as the booktrade has been one of the chief sufferers from price-cutting.

The bill is the final result of many years of study and controversy on the subject of price standardization and embodies features of more than one previous draft. There has been such clear proof in recent years that price-cutting of standard merchandise is of no real advantage to the public, that some legislation tempering the effect of the Sherman Act of 1890 is bound to be enacted.

National legislation on trade matters can apply only to inter-state commerce as is specifically stated in the first paragraph of the Kelly Bill, but this should be sufficient to control the situation in the booktrade, as the highest courts of New York State found no fault with the maintenance of prices when the subject was before them in the Macy case and only an appeal to the Federal Courts and the Sherman Act brought a stay in the interests of the price-cutter.

The Bill makes it optional with the manufacturer as to whether he shall seek protection for his merchandise or not; for a publisher to protect his prices, a contract between manufacturer and retailer has to exist.

As the price-cutting of books usually affects only the outstanding merchandise of the year, the titles everywhere in most popular demand, the use of contracts on 50 to

100 books a year out of the 7000 new publications would take the sting out of price-cutting, and would permit the development of more and better bookselling.

Such a limitation of application would also take any burden out of the provisions of proviso *b,* which makes it obligatory for the retailer to get in touch with the publisher before he cuts the price of an overstock of any of those leaders with regard to which he is under contract.

A bookseller might find himself in one season overstocked on four or five titles among those on which he was contracted to maintain prices, and a little correspondence would put him in the position to know what he could return and what he could clear out. On the mass of general publications good trade practice and the need of a profit would maintain the price.

There is a crying need for the relief that such legislation could afford. It is long overdue.

The Exporting of Books

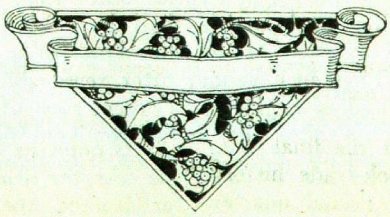
EVERY report of book-interested travelers in such areas as the Orient, Australia or South America indicates that, while most of the discussion about books in this country may be chiefly in the field of fiction and belles lettres, other countries are interested in our product for quite different reasons, that is, because we have a great literature of science, medicine, government, business, the fine and applied arts.

E. C. Ames, a New York bookseller and a leading authority on South American matters, has just returned from a several months' trip in South America, during which time he has been in contact with the book-interested people of scores of large cities. He finds that they are more and more turning to this country expectantly for books on such subjects as architecture, machinery, transportation, medicine, surgery and a wide field of applied arts. They are not to any great extent interested in our poetry, fiction or the like. Mr. Ames found one book publisher who had obtained the South American rights on "The Memoirs of Henry Ford" and had found a market for 100,000 copies. Another dealer said that he could sell several hundred of any good practical book on bungalows, and so the reports go.

As yet, our contacts with South America are few, and the machinery for giving the dealers in South America a real book service based on their own needs has not been developed. Some person who really understands their language and their ways of thinking as well as the technicalities of the export business would not only do the American authors and publishers a great service but do a service to our whole country by increasing the understanding between ourselves and our neighbors.

The London Strike

UP to the first of December there had been no important change in the conditions in the London publishing world due to the strike among the packers. One improvement had come about due to the fact that the bookbinders, who had taken sympathetic action, decided on November 27th to return to work, but, to save their face, made the stipulation that they would not allow their vans to deliver books to the publishers. This meant that the publishers had to do their own collecting from the binders' warehouses. There was a meeting on November 30th of the English Publishers' Federation and the Union Trade Council, the first meeting which has been held since the strike began November 1st. This would seem to mean that there was strong possibility of settlement. So far, nothing has been conceded to the union which they could not have secured at the commencement of the strike.



New Fair Trade Bill

"ONE of the greatest needs in American business today is protection of good will," said Representative Clyde Kelly of Pennsylvania in introducing a new bill which is said to have the solid backing of substantially all trade associations thruout the country, and is expected to unify support by taking the place of four separate measures on the same subject, pending in the last congress.

Altho shorter and simpler than any of its predecessors, and differing in some respects, the new bill, thru the courtesy of the House organization, was given the same number, at Mr. Kelly's request, as his bill in the last two congresses, H. R. 11, reading:

A BILL

TO clarify the law, to promote equality thereunder, to encourage competition in production and quality, to prevent injury to good will, and to protect trademark owners, distributors and the public against injurious and uneconomic practices in the distribution of articles of standard quality under a distinguishing trademark, name or brand.

BE IT ENACTED BY THE SENATE AND HOUSE OF REPRESENTATIVES OF THE UNITED STATES OF AMERICA IN CONGRESS ASSEMBLED, That in contracts relating to the sale or resale of an article of commerce, the genuineness of which is attested by the trade-mark or special brand of any grower, producer, manufacturer or other trade-mark proprietor, who is in fair and open competition, actual or potential, with other growers, producers, manufacturers or owners of similar or competing articles, which contracts are made by the owner of such articles, hereinafter referred to as the vendor, with wholesale or retail dealers, hereinafter referred to as vendees, whenever such contracts constitute transactions of commerce among the several states, or with foreign nations, or with or in any district or territory subject to the jurisdiction of the United States, it shall be lawful for such vendees to agree to sell such articles at the prices prescribed by such vendor and such agreements shall not be construed as against public policy or in restraint of trade or in violation of the Act of Congress of July 2, 1890, or of any of the Acts supplemental thereto: PROVIDED:

(a) That any such article may be sold by the vendee at a price other than that prescribed by the vendor: (1) if such vendee shall in good faith discontinue dealing in such article, or (2) if such vendee shall cease to do business and shall propose to sell such article in the course of discontinuance of such business, or (3) if such vendee shall have become bankrupt or a receiver shall have been appointed for his business: Provided, That such article shall have first been offered to such vendor by such vendee or his trustee in bankruptcy or receiver at the price paid therefor by such vendee, and that such vendor, after reasonable opportunity to inspect such article, shall have refused or neglected to accept such offer.

(b) That any such article which shall have become damaged or deteriorated in quality, may be sold by such vendee at a price other than that prescribed by such vendor: Provided, (1) That such article shall have been offered to the vendor either in exchange for a new article of the same kind, or at the price paid therefor by such vendee, and (2) That such vendor after reasonable opportunity to inspect such article, shall have refused or neglected to accept such offer, and (3) That such article shall be sold by such vendee only with prominent notice to the public that the price of such article has been reduced because it is damaged or deteriorated in quality, as the fact may be.

Buying for the Bookshop

CHAPTER VIII

The Buyer and the Publisher's Representative

John Loos, Brentano's, Chicago

THERE are, I suppose as many different varieties of buyers as there are different varieties of salesmen. And every buyer has his own notion as to what his attitude should be towards the man who is trying to sell him goods. I happen to have one or two relatives in the selling end in other lines, and the tales they tell of some buyers might cause the ears of those worthies to burn could they but hear them.

There is a type of buyer who considers himself to be superior to any mere salesman, and who proceeds to emphasize that superiority by keeping salesmen waiting around as long as he can before he condescends to talk with them. He even breaks appointments and puts them off until the last possible moment, very often causing them to miss trains or otherwise interfering with their schedule. When he finally does get down to business an order is conferred upon them after the manner of a knighthood or some other signal honor. There is another type of buyer who seems to be continually sour on the world in general and makes it a point to wreak as much as possible of his ill-humor upon visiting salesmen. He regales them with tales of poor business at all times, blames them for selling him this book or that book, and creates as much of an atmosphere of discomfort as possible before placing a small and much begrudged order with the fortunate publisher's representative. There is a third, but I think, rapidly disappearing type who conceives it to be the duty of every salesman to run up an expense account entertaining him—in return for favors granted in the shape of orders. I don't say that these types are common, but I do think they exist, and it seems to me that it might be beneficial to every man who essays the job of purchasing, if he would make it a point to stop occasionally and consider his relations with the men who sell him goods.

Think of the matter from a purely selfish viewpoint and put yourself in the salesman's shoes. You go into a man's place of business and try to sell him goods. He makes you wait around, is gruff and unpleasant, creating a general impression that you are a most unwelcome person. Do you like that sort of treatment? You do not. Are you going to put yourself out to help that buyer out on overstock, advise him to cut a quantity here, or get in under a price increase there? You are not! You are far more disposed to let him fry in his own grease.

A salesman is pretty much the same kind of human that you are yourself, and he is going to react just about the same way in his business relations with you. If you are on the square with him and treat him with ordinary courtesy and consideration, he will do the same for you. If you kick him (figuratively speaking, of course) he will probably kick you in return, and you cannot blame him for it.

In the so-called good old days, now happily gone forever, it seemed to be considered good salesmanship to take the buyer out and load him first with liquor and then with goods. That type of salesman, is, I think and hope, practically extinct. The successful man on the road today is the man who considers his customers' interests as well as his own. He knows that he has to come back frequently, and it is as much to his interest as to yours to keep the account in a healthy condition. There are still salesmen who are over-enthusiastic about their merchandise, of course; therefore it behooves the buyer to remember that enthusiasm is always the stock in trade of a seller, and govern himself accordingly. But it is becoming increasingly possible to

ask a salesman for an honest opinion as to the possibilities of this or that item and to be safely guided by his answer. Your own judgment may be excellent, but there may also be some angle of consideration that you have overlooked, and it could happen that the salesman's judgment of a certain item, based on the composite buying in other sections of the country, might be very much more accurate than your own.

Don't adopt the attitude of regarding all salesmen as your natural enemies, but look upon them rather as business associates who are entitled to just as much consideration as you would accord to anyone else. You can make decisions and stick to them, without losing your temper in the matter, and it is also quite possible to be pleasant and courteous in your relations with salesmen without allowing your judgment to be clouded. Remember that their time is as valuable to them as yours is to you. Try to keep your appointments promptly, have your catalogs checked in advance, and don't waste your time or theirs. Devote a little time to studying the individuals that sell you books as well as the books themselves. You will soon discover whom to trust and whom not to trust, and in the process always remember that a man usually gets back what he gives.

Modern business is a hard, fast game. It forces you to a high tension and keeps you there. Is it not advisable to lessen and alleviate the tension by at least conducting your business relations with as much of a degree of amenity as is compatible with sound judgment?

New Reading Pamphlets

A VOLUME which serves as a general introduction to the *Reading With a Purpose* series issued by the American Library Association has just come from the press entitled "Frontiers of Knowledge" by Jesse Lee Bennett, author of "What Books Can Do For You" and "On Culture and a Liberal Education." Mr. Bennett's analysis of the relation of the individual to the area of world knowledge is stimulating and suggestive, and the books that he suggests for first reading are as follows:

"The Outline of History." By H. G. Wells. *Macmillan,* 1920. 1 vol. edition, $5; 2 vol. edition, $10.50.

"A Map of the World of Knowledge." By Sidney Morse. *Arnold,* 1925. $1.50.

"A Short History of Science." By W. T. Sedgwick and H. W. Tyler. *Macmillan,* 1917. $3.

"A Modern Symposium." By G. Lowes Dickinson. *Doubleday,* 1905. $1.50.

"The World and Its Meaning." By G. T. W. Patrick. *Houghton,* 1925. $3.50.

"Social Organization." By W. H. R. Rivers. *Knopf,* 1924. $4.

"The Evolution of Man." By G. Elliot Smith. *Oxford,* 1924. $2.85.

"Psychology." By Everett Dean Martin. *The People's Institute Pub. Co.,* 1924. $3.

"What Can Literature Do For Me?" By C. Alphonso Smith. *Doubleday,* 1913. $2.

"The Significance of the Fine Arts." The American Institute of Architects, Ed. *Marshall Jones,* 1923. $3.50.

Another pamphlet in the series is the one on music entitled "Ears to Hear" by Daniel Gregory Mason. The seven books he recommends for first reading are as follows:

"A Guide to Music." By Daniel Gregory Mason. *H. W. Gray,* 1910.

"The Fundamentals of Music." By Karl W. Gehrkens. *Ditson,* 1924.

"The Study of the History of Music." By Edward Dickinson. *Scribner,* 1924.

"The Evolution of the Art of Music." By C. Hubert H. Parry. *Appleton,* 1924.

"Studies in Modern Music." By W. H. Hadow. 2 vols. *Macmillan,* 1921 and 1923.

"Contemporary Composers." By Daniel Gregory Mason. *Macmillan,* 1918.

"Musical Appreciation and the Studio Club." By Eva Clare. *Longmans,* 1924.

The next volumes to come will be "The Life of Christ" by Rufus M. Jones; "Psychology and Its Use" by Everett Dean Martin; "Our Children" by Michael Vincent O'Shea. These pamphlets sell in paper covers for 35 cents each and can be bought in hundred lots for $10.

An A. B. A. Page

News and Notes of the American Booksellers' Association

Ellis W. Meyers

Executive Secretary

"THE holiday spirit of mirth and song, of joyous giving and good will is best expressed," so the J. B. Lippincott Christmas catalog tells us, "with books." And, judging by the reports we are receiving from various parts of the country, the public believes that this is so. We understand that the holiday trade in the bookstores is quite brisk and are exceedingly happy to hear it.

We have been endeavoring to establish the Clearing House in order to facilitate ordering and receiving books and to lower the carriage charges. While we are not in a position to operate the center today we have succeeded in securing the support of many of the largest of the bookstores and have made definite progress toward our goal. With a little more work we will be ready to start, and, on the foundation of an order-clearing and package-enclosure service, build an organization that the book-trade will be proud of.

Our one definite step to increase the sale of books was taken on October 1st when we started the Telegraphic Delivery Service. Thru it we have received publicity that must be doing its share in turning the thoughts of the public to books as gifts. All of our news releases were phrased to bring home to the public the thought that it is best to "Remember Them With Books." This plan, of course, is merely the first step in the direction of more sales for the bookstore and eventually a publicity and advertising program will be built on it. It has been established and is here to stay.

Then, too, we have been actively engaged in studying all phases of the book business so that we might be competent to advise and suggest. Some of our advice and suggestions have been received by individual members with gratitude so that we feel that we have accomplished something in this way—even tho it may not be much.

Advertising and trade conditions have had our attention for some time, particularly the matter of price cutting and direct selling to the public by publishers and wholesalers. While we do not feel that conditions as they are can be remedied at once, we are sure that our continued efforts will produce results.

During the year the association has acquired a legal advisor. Mr. Robert Dennis O'Callaghan, of the law firm of Davis, Wagner, Heater and Holton of 120 Broadway, New York, has been retained. Mr. O'Callaghan is a graduate of the Harvard School of Law and is very highly recommended, as is his firm. We feel that it is unfair to our members to take steps in any direction unless we are well advised and assure our members that our present counsel will see that we are informed as to our rights in all matters.

The American Fair Trade League has been fortunate in having Representative Kelly to introduce a bill in this Congress that, if it is passed, will make price maintenance legal and protect booksellers from the disastrous competition of the price cutters.

Cedric Crowell, chairman of our Board of Trade, has written a pamphlet, "Bookstore Records," to be published this month by the National Association of Book Publishers. It will be mailed to reach booksellers sometime during Christmas week. It contains ideas and figures of interest to all book retailers and ought to be helpful to you when you take your inventory this year.

This association, its officers and members, extends to the entire trade its best wishes for a prosperous holiday season, a Merry Christmas and a Happy New Year.

Have You Tried This?

Practical Business Hints From Other Bookshops

One dollar paid for each contribution found suitable for this page. They should be briefly stated and practical.

"Anything Else Today?"

BEACH'S BOOKSTORE of Indianapolis, which has been getting actively back of the sale of "Thunder on the Left," has been calling up its entire list of customers with reference to the book, and, in each case when an order had been taken, the salesman inquired, "Is there anything else that you would like to have sent with this?" Something over fifty dollars worth of sales was thus created as an extra in this canvass.

Children's Books In Waiting Rooms

MRS. H. J. THOMPSON of Royal Oak, Mich., urges booksellers to convince the hospitals and clinics in their towns that they need children's books and magazines in their waiting rooms. "I speak," says Mrs. Thompson, "for my fellow man for I am old and wise now and carry my own." When one doctor complimented her on her foresight, Mrs. Thompson says, she almost told him that he ought to have children's books scattered about the lobby and the waiting rooms on the various floors. As it is there are magazines to tempt adults but never any which a mother can use to keep restless children contented while they wait.

A Book Selector

WITH only a limited number of hours and minutes in the day, the expert book salesman often wishes that he could be relieved from some of the details of handling sales slips, wrapping bundles and taking directions, and many retailers have given careful consideration to this situation and found ways to relieve the salesman on the floor from as many details as possible. Sometimes this is done by having the wrapping done by an assistant stationed at a convenient place. Sometimes the idea is carried further, so that the experienced salesman becomes really a "book selector" helping the person to make the right decision, and, when the decision is made, passing the details of shipping directions, charging, etc., on to a less-experienced assistant or a new hand who could not give as valuable aid in the selection. With such a method, about a third of the salesman's time can be saved and given to other customers who would be pleased with the expert service.

The Traffic Officer

THERE are usually only three weeks in the year when the question of aisle room in the bookstore becomes a pressing problem, and it is worth while for the bookseller to take careful consideration as to how his efficiency can be increased by a study of the ways and means of accelerating the pace with which people can pass along in the desired direction. The large department stores have to provide what are virtually traffic officers for this important function, in order that the best use may be made of the aisle room available, and stores of smaller size find it worth while to release someone from the actual details of salesmanship in order to give attention to the directing of customers.

Oftentimes the proprietor finds it possible to be near the door to greet in a friendly way old friends and to suggest to the hesitant ones that it is very easy to find the way to the right book. At Christmas time, there are many people who come thru the door who are not usually in a bookstore, and it does not take much to make them feel that it is a difficult and confusing place and that they had better go into more familiar places. It is at this time that the traffic director can give a reassuring word or conduct the customer to the very shelf or section where his needs can be served.

Obituary Notes

JOSEPH JEWETT BARTON

JOSEPH JEWETT BARTON, whom readers of the *Publishers' Weekly* will remember for his series of articles on rare books contributed to this periodical, died December 8th at the age of 53 in Passaic, N. J. Mr. Barton was born on September 13, 1872. He was married in 1900 to Miss Olive M. Pettipierre in St. Joseph, Mo., and devoted the major part of his life to the collection of rare books. Mr. Barton opened a bookshop in Frederick, Md., a little over a year ago, attempting to find health in the air of the Blue Ridge Mountains, but a general breakdown last June was followed by his return to Passaic in November. He is survived by his widow, Mrs. Olive Barton, also by three sons, Roger, 21, Harvard honor man and now on the editorial staff of the Pasaic *Daily Herald,* Edward, 18, and Richard, 14.

HERBERT R. GIBBS

HERBERT R. GIBBS, for 25 years chief manuscript reader for Houghton Mifflin & Co. and connected with the Riverside Press since 1873, died on December 6th at Newtonville. After graduating from Williams he took a position in the proofreading department and later a master's degree at Yale. Hundreds of authors have had reason to feel grateful for his intelligent sympathy and judicious encouragement.

Part Time Work Wanted

ELLIS W. MEYERS, Executive Secretary of the American Booksellers' Association, writes us that Miss Sherlock, Placement Assistant of the Department of Education, has some very good students on her list who are in need of part time employment. They can be secured for morning, afternoon or Saturday work.

Warning!

FOR several weeks past, a man giving the name of C. C. Morse, C. C. Julian C. C. Williams and others, usually with the initials C. C., occasionally with the initials C. W., has been purchasing books in various shops and giving in payment worthless checks on the East River Bank and one or more banks in New York. He is described as a tall dark man, heavy set, wearing a mustache, about 45 or 50 years old. He poses as a college professor. Dealers are urged to be on the lookout and to have him arrested if possible.

Periodical Notes

The World Review of Chicago has merged with *Our World Weekly* of New York. The publisher of the latter, Herbert S. Houston, was for many years vice president of Doubleday, Page & Co., and started his own magazine several years ago, *Our World,* which later became *Our World Weekly.* Both the New York and Chicago periodicals have supplied a simplified review of current events, and current literature, science, art, etc. The editor is Herbert Askwith, formerly publication director of the *Independent.* The *World Review* is published at 166 East Erie Street, Chicago.

The Social Index, The Illustrated News-Magazine of Society, to be published every Saturday, has made its debut with Lucyle Hook as managing editor and Walter Martin as art director. Publication offices are at 2 East 23rd Street, New York City.

Byrne Hackett's Recovery

AFTER a sudden operation, last week performed at St. Luke's Hospital, E. Byrne Hackett, head of the Brick Row Book Shops, is steadily recovering.

The Shops are this year celebrating the 10th anniversary of the foundation of their business at Yale in 1916. There are now two New York shops and another at Princeton.

Business Notes

IOWA CITY, IA.—Lyle R. McCarty, doing business as the "Students' Bookstore," is reported in bankruptcy.

PARIS, FRANCE—Grande Librairie Universal, at 84 Boulevard Saint-Michel, has just been organized on international lines, with R. Gerber as manager. He wishes to get in touch with American book publishers.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

[Addison, Joseph, and Steele, Sir Richard]

The Sir Roger de Coverley papers from The Spectator; ed. by Howard Bement. 301 p. il. S (Windsor Eng. classics) [c. '25] N. Y., F. M. Ambrose 64c.

Aesop

Aesop's fables; introd. by Elisabeth Luther Cary. 259 p. il. (pt. col.) O [c. '05, '13] N. Y., Platt & Munk $1.50

Alexander, Robbie May

A year of constructive programs for the primary department. 199 p. il. O [c. '25] Nashville, Tenn., S. S. B'd. of So. Bapt. Convention $1.25; pap. 75c.

Allen's commercial organic analysis; v. 4. 678p. il. O '25 Phil., Blakiston $7.50

Ash, Dr. Edwin L.

Facts about stammering. 64 p. D '25 Chic., Chic. Medical B'k. Co. $1

Babson, Roger Ward

Business barometers used in the management of business and investment of money; 17th ed. 442 p. diagrs. D '25 c. '09-'25 Wellesley Hills, Mass., Babson Park Co. flex. lea. $3

A text book on applied economics for merchants, bankers and investors.

Balzac, Honoré de

Cromwell; ed. by Walter Scott Hastings; 2 v. various p. (bibl. footnotes) Q c. Princeton, N. J., Princeton Univ. Press pap. $15 bxd.

The first volume contains introduction and notes, in French, on Balzac's tragedy; the second volume is a fac-simile of the original manuscript.

Barnes, Nellie, comp.

American Indian love lyrics and other verse. 190 p. D c. N. Y., Macmillan $1.75

From the songs of the North American Indians. With a foreword by Mary Austin.

Beerbohm, Max

Observations. 58 p. il. (col. front.) Q '25 [Garden City, N. Y., Doubleday] $7.50

A book of caricatures of many well-known persons, now published for the first time.

Bercovici, Konrad, ed.

Best short stories of the world. 516p. D '25 c. '17-'25 Bost., Stratford $2.50

A dozen and a half stories, by such writers as Poe, Anatole France, Oscar Wilde, Gorki, Sherwood Anderson, Balzac and others.

Bonns, Edward, and Carrier, C. E.

Putting it over by means and methods of exploitation. 244 p. front. (por.) D c. N. Y., Siebel Pub. Corp. fab. $3.50

A book on advertising, publicity and propaganda methods.

Bonta, Edwin

The small-house primer. 105 p. il. diagrs. O (Atlantic Mo. Press pub'ns.) c. Bost., Little, Brown $2.50

Practical advice on architecture and design for those who propose to build a home of moderate size.

Booth, Christopher B.

A seaside mystery. various p. D (Chelsea House popular copyrights) '25 N. Y., Chelsea House 75c.

Bryan, William Jennings, and Bryan, Mary Baird [Mrs. William Jennings Bryan]

The memoirs of William Jennings Bryan. 560 p. il. O [c. '25] Phil., Winston $3.75

Begun as an autobiography, and finished by Mrs. Bryan after her husband's death.

Bennett, Jesse Lee

Frontiers of knowledge. 49p. (bibl.) S (Reading with a purpose) c. Chic., Amer. Lib. Assn. pap. apply

Boone, James L., comp.

School laws of the state of Idaho. 180p. O (Idaho bull. of educ., v. 11, no. 2) '25 Caldwell, Idaho, Caldwell Tribune apply

Bote, George S.

Drainage ditches covered economically; concrete pipe manufactured and laid cheaply in Emporia, Va. 8p. O (Public health reports, v. 40, no. 10) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. 5c.

Broemel, Louis

Sheet metal workers' manual. 552p. il., diagrs. S '25 Chic., F. J. Drake apply

Buck, Jirah Dewey, M.D.
Symbolism of freemasonry; or, Mystic masonry and the greater mysteries of antiquity; 3rd ed. 174 p. (bibl. footnotes) diagrs. D c. Chic., Ezra A. Cook, 26 E. Van Buren St. $4

Buck, Solon Justus, and Buck, Elizabeth Hawthorn
Stories of early Minnesota [juvenile] 243 p. il. maps D c. N. Y., Macmillan 96c.

Burn, Andrew Ewbank, D.D.
The council of Nicæa; a memorial for its sixteenth centenary. 157p. front. D '25 N. Y., Macmillan $1.25

Burt, Cyril
The young delinquent. 634 p. il. diagrs. O c. N. Y., Appleton $5
The young criminal as a study in child psychology. The author is professor of education in the University of London.

Bustamante, Antonio Sanchez de
The world court; tr. by Elizabeth F. Read. 404 p. (29 p. bibl.) O c. N. Y., Macmillan $3
The first authoritative story of the World Court to appear in the English language. Its author is a judge of the Permanent Court of International Justice and a member of the Hague Court of Arbitration.

Byrum, Russell R.
Christian theology; a systematic statement of Christian doctrine for the use of theological students. 680 p. O c. Anderson, Ind., Gospel Trumpet Co. $3.75

Chapin, William Henry
Second year college chemistry; 2nd ed., rev. 367 p. il. diagrs. O '25 N. Y., Wiley $3

Childe, Crispin
Espeshilly Lem; a tale of a lonesome heart. 80 p. il. D [c. '25] N. Y., McDevitt-Wilson's $1.25

Childs, Mrs. Elizabeth Herbert
The junior bank book and picture puzzle. no p. il. obl. S [n. d.] N. Y., Platt & Munk bds. 75c.
A new kind of children's bank, with spaces on the pages for $5 worth of coins—picture puzzles, which come with the book, keep the money safe, when pasted over it.

Christie, Robert Stuart
Young experience [novel] 309 p. D '25 N. Y., Seltzer $2

Cockran, William Bourke
In the name of liberty; selected addresses. 421 p. front. (por.) O c. N. Y., Putnam $5

Considine, Rev. John J.
The Vatican mission exposition; a window on the world. 177p. il. diagrs. D N. Y., Macmillan fab. $1.40
The story of Catholic missions as illustrated by the Holy Year exhibit in the Vatican gardens.

Cook, William Wallace
Around the world in eighty hours. various p. D (Chelsea House popular copyrights)) '25 N. Y., Chelsea House 75c.

Cooper, James Fenimore
The spy; condensed by Katherine L. Campbell. 64 p. S (Instructor lit. ser.) '25 Dansville, N. Y., F. A. Owen Pub. Co. limp cl. 20c.; pap. 15c.

Cooper, Richard Watson, and Cooper, Hermann
The one-teacher school in Delaware; a study in attendance. 434 p. (14 p. bibl.) il. maps diagrs. Q c. Newark, Del., Univ. of Del. Press $5
Showing the results of a six year campaign by the Service Citizens of Delaware to increase rural school attendance.

Courtney, Ray
Object: adventure. various p. D (Chelsea House popular copyrights) '25 N. Y., Chelsea House 75c.

Craigen, Joseph
Keep smiling. 81 p. S [c. '25] N. Y., Sully $1
Optimistic essays.

Crawford, Mary Caroline
The romance of the American theatre [new ed.] 523p. (bibl. footnotes) il. O '25 c. '13, '25 Bost., Little, Brown bds. $4

Curtis, Alice Turner [Mrs. Irving Curtis]
A little maid of Monmouth. 219 p. il. D c. Phil., Penn $1.50
A Revolutionary story for children.

Dodds, G., and Lickley, J. D.
The control of the breath; an elementary manual for singers and speakers. 77 p. O '25 N. Y., Oxford $2

Drinkwater, John
The pilgrim of eternity: Byron—a conflict. 447 p. (bibls.) il. O [c. '25] N. Y., Doran $5
A dramatic and interesting portrait of the glamorous, violent Byron, based upon painstaking research and study.

Dumas, Alexandre
The three musketeers; ed. and abridged by Marquis E. Shattuck. 476 p. il. D (Modern readers' ser.) c. N. Y., Macmillan 80c.

Edgerton, Edward I., and Carpenter, Perry A.
Advanced algebra. 383 p. il. diagrs. D [c. '25] Bost., Allyn & Bacon $1.40

Codman, Ernest Amory
Bone sarcoma; an interpretation of the nomenclature used by the committee on the registry of bone sarcoma of the American college of surgeons. 107p. il. D '25 N. Y., P. B. Hoeber apply

Du Mez, Andrew Grover, and Kolb, Lawrence
Absence of transferable immunizing substances in the blood of morphine and heroin addicts. 10p. O (Public health reports, v. 40, no. 12) '25 Wash., D C. Govt. Pr. Off.; Supt. of Doc. pap. 5c.

Dyke, Andrew Lee
Dyke's automobile and gasoline engine encyclopedia; 14th ed. 1245p. il. (pt. col.), diagrs. O '25 Chic., Goodheart-Willcox Co. apply

Enfield, Charles D., M.D.
Radiography; a manual of x-ray technique, interpretation and therapy. various p. il. Q '25 Phil., Blakiston $10

Erdman, Charles Rosenbury
The epistle to the Romans; an exposition. 160 p. S c. Phil., Westminster Press $1

Evans, C. Lovatt
Recent advances in physiology. 375 p. il. D '25 Phil., Blakiston $3.50

Fane, Lenox
Legation street. 320 p. D '25 Bost., Little, Brown bds. $2.50
A novel laid in the diplomatic circle of Pekin.

Felder, Hilarin
The ideals of St. Francis of Assisi; tr. by Berchmans Bittle. 534 p. (6 p. bibl.) il. O c. N. Y., Benziger Bros. $4

Ferenczi, Sandor
The development of psychoanalysis. various p. (bibl.) O (Nervous and mental disease monograph no. 41) '25 Wash., D. C., Nervous and Mental Disease Pub. Co. $3

Fite, Warner
Moral philosophy; the critical view of life. 329 p. O [c. '25] N. Y., Dial Press $3.50
The author is professor in Princeton University.

Flambeau, Viktor
Red letter days in Europe; with a glimpse of northern Africa. 449 p. il. O [c. '25] N. Y., Sully $3.50
A bird's-eye view of Europe, with sidelights on the countries of northern Africa, by a newspaper art-editor who is also an experienced traveler.

Fortescue, Hon. John William
Wellington. 328 p. front. (por.) maps O c. N. Y., Dodd, Mead $3
A biography of the great British statesman and soldier of the Napoleonic wars, by the King's Librarian.

Frothingham, Elisabeth White
Broken silences; poems [lim. ed.] 56 p. D c. N. Y., Putnam bds. $1.50

Gilbert, Sir William Schwenck
H. M. S. Pinafore, and other plays; introd. by Gilbert Gabriel. 234 p. il. S (Modern lib. v. 113) [introd. c. '25] N. Y., Modern Lib., 71 W. 45th St. fab. 95c.

Grey, Zane
The vanishing American. 308 p. il. D c. N. Y., Harper $2
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Rise of the Spanish empire, The; v. 3. Merriman, R. B. $5.50 *Macmillan*

Roman portraits. Slaughter, M. S. $1.50 *Yale*

Romance of the American theatre, The. Crawford, M. C. $4 *Little, Brown*

Roses 'n'everything. $1.50 *J. A. Siple*

St. Peter's charter. Passmore, T. H. $3.40 *Morehouse*

Science, religion and reality. Needham, J. $2.50 *Macmillan*

Seaside mystery, A. Booth, C. B. 75c. *Chelsea House*

Second year college chemistry. Chapin, W. H. $3 *Wiley*

Sir Roger de Coverley papers, The. Addison, J. 64c. *F. M. Ambrose*

Slidell (John). Sears, L. M. $2.50 *Duke Univ. Press*

Small-house primer, The. Bonta, E. $2.50 Little, Brown

Spider's den, The. McCulley, J. 75c. *Chelsea House*

Spirit of Jesus, The. Ingram, A. $1.40 *Morehouse*

Spy, The. Cooper, J. F. 20c.; 15c. *F. A. Owen Pub. Co.*

Stories of early Minnesota. Buck, S. J. 96c. *Macmillan*

Symbolism of freemasonry. Buck, J. D. $4 *Ezra A. Cook*

Tales of a grandfather. Scott, Sir W. 72c. *Ginn*
Taylor's "Practice of medicine." Poulton, E. P. $9 *Blakiston*
Tennessee reader, The. McMurry, C. A. 85c. *Johnson Pub. Co.*
Text-book of Rand assay practice, A. Moir, J. $7 *B. Westermann*
Theory of history. Teggart, F. J. $3 *Yale*
Three little pigs, The. Piper, W. 50c. *Platt & Munk*
Three musketeers, The. Dumas, A. 80c. *Macmillan*
Touring through France. Shackleton, E. $4 *Penn*
Under the northern cross. Smith, C. E. $2.50 *Morehouse Pub. Co.*
Uni una! Meyer, F. $3 *St. Anthony Monastery*
United States Senate and the International Court, The. Kellor, F. A. $2 *Seltzer*
Vanishing American, The. Gray, Z. $2 *Harper*
Vatican mission exposition, The. Considine, J. J. $1.40 *Macmillan*
Ventures in inter-American friendship. Inman, S. G. 50c. *Missionary Educ. Movement*
Verdi. Werfel, F. $3 *Simon & Schuster*
Wellington. Fortescue, J. W. $3 *Dodd, Mead*
What is faith. Machen, J. G. $1.75 *Macmillan*
Why China sees red. Weale, B. $3 *Dodd, Mead*
Woman in mauve, The. MacMillan, G. 75c. *Chelsea House*
World court, The. Bustamante, A. S. de. $3 *Macmillan*
World's best humor, The. Posner, G. A. $2 *Penn*
Year of constructive programs, A. Alexander, R. M. $1.25; 75c. *S. S. Bd. of So. Bapt. Convention*
Young delinquent, The. Burt, C. $5 *Appleton*
Young experience. Christie, R. S. $2 *Seltzer*

Old and Rare Books

Edited by Frederick M. Hopkins

VICTOR EMANUEL of this city, a member of the Cornell University class of 1919, has given to Cornell $25,000, which has been used to purchase manuscripts, rare editions, and letters of the poet, William Wordsworth, gathered by the late Mrs. Cynthia Morgan St. John of Ithaca.

ERNEST DRESSEL NORTH'S new catalog issued from his new address, 587 Fifth Avenue, an 8vo of 85 pages, consisting of "rare and standard famous first editions," is a fine piece of cataloging and printing. It is worth preserving as a specimen of what a fine catalog should be.

ANOTHER catalog listing "old, rare and curious books, modern first editions and other desirable items" for collectors, both in fine bindings and original covers, comes from the Aldus Book Company, 309 East 52nd Street. In format it is quite unlike the usual catalog, but it is neat and attractive. The printer has done his work very well.

AND still another catalog that is worthy of more than ordinary attention is "The Book Lover's Miscellany, a collection of books arranged chronologically under date of publication from Gutenberg, 1450, to Bruce Rogers, 1925," which comes from E. P. Dutton & Co. of this city. The 464 lots, "all scarce and some of them very rare," are carefully described and are accompanied with illuminating notes. A double column alphabetical index fills the second and third cover pages. The chronological arrangement adds immensely to the effectiveness of the catalog, covering as it does the entire history of printing.

THE sale of first editions and other rare books from the library of Mrs. Charles MacNeill and a collection of autographed letters by Bret Harte was held at the American Art Galleries December 10 and 11.

The latter collection was sold by direction of the author's grandson, Geoffrey Bret Harte. The total for the sale was $24,350 of which $6,275 was taken in at the last session. A series of autographed letters by Bret Harte brought $1,417 and were purchased mainly by Gabriel Wells. At a sale in November another series of autographed letters by the same author brought $1,682, and most of them went to Mr. Wells.

THE 400th anniversary of William Tyndale's translation of the New Testament into English and the 116th anniversary of Bible distribution in New York has just been celebrated by the Bible Society at a service in the Marble Collegiate Church. Dr. George William Carter, general secretary of the society, said that the work of distribution has reached such proportions that during the last year nearly a million copies of the Bible, in sixty-seven languages, were circulated in this city. Within a few days we shall have the publication completed of what we believe to be the finest Bible ever produced for the purpose of distribution in hotel guest rooms and for use in church pews. Rare Testaments and Bibles loaned by the New York Public Library were on exhibition.

DOUBLEDAY, PAGE & CO. have acquired from Gabriel Wells all publication rights here and abroad of the Greville memoirs recently purchased in England by Mr. Wells. It has not been decided how many volumes will be necessary for the complete edition, nor whether the suppressed portions will appear separately. The manuscript, all hand-written, consists of fifteen large volumes, yellowed with age. There is in the neighborhood of a million of words altogether, and the work of editing will require many months. It is predicted that the complete memoirs will create a stir. Greville's friend, Henry Reeve, omitted from the edition that he prepared for the press hundreds of passages having sensational reference to the British Government and Royal House, Queen Victoria, her son Edward, and the great celebrities of the era. These omitted portions—political, diplomatic, and in many cases scandalous—are to be available now for the first time.

ONE of the most remarkable hoaxes of modern times dealing with antiques has been uncovered in London in connection with a supposed find of Shakespearean relics. These include 140 pages of manuscripts of his plays, which it was claimed had been sold secretly to an American for $100,000; other important documents, furniture and decorations from the place where Shakespeare died. H. C. Rogers, who posed as a half-illiterate peasant was the supposed discoverer of this collection, which, if genuine, would be worth millions of dollars. Among the articles was a document signed "Shakespeare" tending to verify the theory that Shakespeare had been a legal clerk. Another was the original indenture of young Shakespeare as an apprentice, but it was so illegible that the trade could not be made out. Then there were three Bibles, one of which was the Breeches Bible. In the other two Shakespeare's name appeared more than twenty times. Rogers told several stories in regard to the discovery which aroused suspicion. Sir Sidney Lee, the well-known Shakespearean scholar, and officials of the British Museum examined the Shakespearean manuscript of the plays and found that it had been written on Elizabethan parchment with Tudor ink and in Elizabethan script. In other words the collection appears to be genuinely antique. An investigation of Rogers's history shows that, far from being an illiterate peasant, he has the habit of making remarkable discoveries. One of these was the original copy of "Paradise Lost," many years ago. Another was the two old masters by Hoppner, who again was his direct ancestor. This sold for $5,000, it was claimed. The story is strange from any angle, as many of the relics, even if not attributable to Shakespeare, have a high value.

THE library of Edward Appleyard of Jamestown, N. Y., consisting of sumptuously bound sets of American, English and French authors, rare first editions, sporting books and prints, autograph letters and manuscripts, together with rare ornithological works from the collection of Lithgow Osborne of Auburn, N. Y., were sold at the American Art Galleries December 2 and 3, 648 lots bringing $73,793. The highest price, $3,150, was paid for a

fine copy of the first issue of the Second Folio of Shakespeare published in London in 1632. Other representative lots and the prices realized were as follows: a series of five autograph letters, four of which are signed, on his early life and literary work, written to his Harrow School friend Rev. William Harness, the Shakespearean commentator, bound in a 4to volume, 1808-1811, brought $1,150; Mark Twain's "Writings," 25 vols., levant morocco, Hartford, 1899-1907, edition de luxe, $640; George Cruikshank's "The Humorist," with 40 colored etchings, 4 vols., 12mo, levant, London, 1822-19-19-20; first editions of volumes 2, 3 and 4, $480; Daudet's "Works," 24 vols., 8vo, levant, Boston, 1898, Champrosay edition, $725; Dickens's "Works," 60 vols., royal 8vo, levant, London, 1881-82, original issue of the large type edition, $700; Disraeli's "Works," 20 vols., 8vo, levant, New York, 1904, edition diplomatique, $675; A. L. S. of Benjamin Franklin, 1p. 4to, Portsmouth, August 16, 1762, in regard to his departure from England where he had been an agent for Pennsylvania, $510; Goldsmith's "Vicar of Wakefield," 2 vols., 12mo, morocco, Salisbury, 1766, first edition, $975; Hawthorne's "Complete Writings," 22 vols., 8vo, levant, Boston, 1900, autograph edition, $475; Homer's "Opera," 2 vols. in 1, folio, levant, 1488, rare editio princeps, $1,800; Nicolay and Hay's "Life of Lincoln," 10 vols., 8vo, levant, New York, 1890, extra-illustrated by more than 250 portraits, views, autographs and prints, $1,110; Gould's "Birds of Asia," 7 vols., royal folio, morocco by Zaehnsdorf, London, 1850-83, original edition, $680.

Catalogs Received

Americana. (No. 66; Items 586.) Newman F. McGirr, 107 South 22nd St., Philadelphia, Pa.

Americana and miscellaneous literature. (No. 5; Items 1111.) Wright Howes, 1144 South Michigan Ave., Chicago, Ill.

Beautifully and artistically hand-bound books. (20% discount.) The Morris Book Shop, 208 South Wabash Ave., Chicago, Ill.

Books on angling, English literature, ships and shipping, etc. (No. 13; Items 402.) Edgar H. Wells & Co., 41a East 47th St., New York City.

Fine bindings, extra-illustrated colored plates, first editions and quaint books. (No. 20; Items 347.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.

First editions, famous books in original bindings, examples of fine bindings. (No. 110; Items 132.) Walter M. Hill, 22 East Washington St., Chicago, Ill.

First editions, private press books, eighteenth century books. (No. 3; Items 669.) The Chaucer Head, Inc., 32 West 47th St., New York City.

First editions, rare and miscellaneous books. (No. 165.) Shepard Book Co., 408 State St., Salt Lake City, Utah.

Literature, including biography, essays, works of reference, poetry, fiction, books for juveniles, etc. (Catalog of Dept. 1.) W. & G. Foyle, Ltd., 121 Charing Cross Road, London W. C. 2, England.

Miscellaneous books. (No. 16.) Dunster House Bookshop, 26 Holyoke St., Cambridge, Mass.

Rare Americana, autograph association books, rare Mormonism and Utah items. (No. 164.) The Shepard Book Co., 408 South State St, Salt Lake City, Utah.

Rare autographs. (No. 111; Items 45.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

The Annual Bibliography

THAT very useful tool for students of literature and those who handle books, the "Annual Bibliograhy of English Language and Literature," is just ready in its fifth volume covering 1924. This volume, as were the earlier ones, is edited by A. C. Paues of Cambridge, England, for the Modern Humanities Research Association.

The plan of the series is to give as complete a list as possible of all books and articles of value dealing with English language and literature which have appeared in any English-speaking country during the calendar year covered. The present issue contains 2,274 items. In addition to the details about books published, the important reviews, English, American and foreign are also covered, so that students can get a key to all the expert criticism of a given book.

As the series develops, it becomes of increasing value and will give to collectors accurate and important information in following their favorite authors as well as data for the literary student. The work is divided by subject and then by century; as, for instance, under the twentieth century, Sherwood Anderson, we find "Story Teller's Story," the publisher, date, place of publication and number of pages, and then the place and date of four of the more important reviews, including a special article on Sherwood Anderson in *English Journal*. The same type of information is given on all authors and all literary subjects.

The index is paper-covered, 164 pages, published by the office of the *Publishers' Weekly* at $2. There are still on hand copies of the indexes for 1920, 1922 and 1923.

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The Weekly Book Exchange

Books Wanted and Books For Sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adairs, 1715 Champa St., Denver, Col.

Dreams & Dust, Don Marquis.

Alcove, 1440 Massachusetts Ave., Cambridge, Mass.

Geo. Moore, Hail & Farewell, ltd. signed Eng. ed., 1925; Esther Waters, ltd. signed Eng. ed., 1920.
Page, Letters, vols. 1 & 2, 1st printing.
Cabell, Straws & Prayerbooks, ltd. signed ed.
Cabell, High Place, Pape illus.
K. W. Baker, Blue Smoke, Yale Univ. Press.

Amer. Bapt. Pub. Soc., 125 N. Wabash Ave., Chicago

1856-1906; Fifty Years in South China: Report of Jubilee Celebration held at Canton, China, Sept. 25, 1906, China Bapt. Pub. Soc., 1906.
Eminent Missionary Women, Annie R. Gracey, N. Y., Eaton & Mains, 1898.
Daughters of the Cross, Daniel C. Eddy, pub. by Wentworth & Co., 1856.

Am. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.

Complete set Parker's People's Bible.
Story of the Baptists, Cook.
Spurgeons, His Sermons, complete set, 21 vols.
David Livingstone—Master Missionary, Wilson.
Did They Dip?
Before the Footlights.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago

Traveler at Forty, Theodore Dreiser, 1st ed.
Biographical Clinics, Gould.
Evelyn Innis, Moore, Eng. ed.
Life of Johnson, Boswell, 1st ed.
Domestic Manners of the Americans, Mrs. Trollope.
Painted Veils, Huneker.
Pills to Purge Melancholy.
Book Collectors Miscellany, 3 vols.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Ashton & Major, 998 Quarrier St., Charleston, W. Va.

Canadian Magazine, Dec., 1894.
Green Bag, April, 1899.
Midland, Oct., 1895.
Overland, Oct., 1885.

Ashton & Major—Continued

Pennsylvania German, Oct., 1909.
Peterson's, Jan.-Aug., 1898, inclusive.

L. S. Ayres & Co., Dept. 59, Indianapolis, Ind.

Golden Iron, Hergershimer, Publisher.
Green Mansions, Hudson, 1st ed.

William M. Bains, 1713 Chestnut St., Philadelphia

Cohen, O. R., Midnight.
Saintine, J. X. B., Picciola.
Duncan, J. & Starling, S. C., Physics.
Eliot, Little House in the Fairy Wood.
Hunt, Essays.
Ford, Torchy as a Pa.
Fleming, B., Crooked House.

Baird & Crips, Lebanon, Tenn.

Sets, Parsons On Contracts, vols. 1, 2, 3, 6th to 9th eds.

G. A. Baker & Co., 247 Park Ave., New York

Brown, W. H., Portrait Gallery of Distinguished American Citizens, Hartford, 1845.

Ball & Brown, 30 Broad St., New York

Story of Malta, Ballou, Four Seas.
Malta, Ryan, Macmillan.

Ballantyne & Sons, 1409 F St. N.W, Wash., D. C.

Matthews, Philosophy of the Short Story.
Bland, Houseboat Days in China.

Baptist Bk. Store, P. O. Box 12, Shreveport, La.

Social and Juridic Theory of the State, Adolfo Posada.
Invertebrate Spain, Jose Ortega y Gassett.
A Breakman at Church, Robert Burdette.
Old Time Nursery Rhymes, arranged by Joseph Moorat.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Vasari's Painters, Scribner ed.
Pennell's Whistler Journal, autographed ed.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.
Peterson, Banking Sample's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.

BOOKS WANTED—Continued

Benziger Bros., 36 Barclay St., New York

Schulte, Benedicenda; Consecranda.
Walsh, Apparitions & Shrines, 4 vols.

Bd. Christian Educ. Presby. Church, 914 Pine St., St. Louis, Mo.

Historical Value of the Fourth Gospel, Askwith.
Mark in the Biblical Illustrator Series.

Book Shelf, 15 Garfield Pl., Cincinnati, Ohio

Page, W. H., Life & Letters of, 2 vols., 1st ed.

Book Shop, 219 N. 2nd St., Harrisburg, Pa.

Smollett's Works, 12 vols., ed. by Saintsbury.
Tennyson His Art & Relation, Brooke.

The Bookery, 1647 Welton St., Denver, Col.

Genealogy of the Morris Family.
Conquest of Mexico, Prescott, Philip, Sampson Co. ed.
Camera Shots at Big Game, A. G. Wallihan, 1st ed

Booklovers' Shop, 223 S. Highland Ave., East Liberty, Pittsburgh, Pa.

An Unwilling Maid.

Borough Hall Bke. Shoppe, 337 Adams St., Brooklyn

The Shadow of John Wallace.
J. H. Simpson, Report Exploration of Great Basin, U. S. Report 1859.
Harvard Classics.

C. L. Bowman & Co., 118 E. 25th St., New York

Jonathan and His Continent.
Lives of Painters, etc., Vasari.
Common Spiders, Emerton.
E. B. Hyde's Atlas of Long Island, vol. 1, 1917 ed.
A Gypsy of the Horn, Clements.
Fundamental Problems, Carus.

Brandt & Brandt, 101 Park Ave., New York

A Daughter of Two Worlds; Partners of the Night; Mary Regan; Shears of Destiny, Leroy Scott.
Down Among Men, Will Levington Comfort, pub. by Doran.

Brentano's, 218 S. Wabash Ave., Chicago

Story of Jackson, Chase.
Early Life & Letters Stonewall Jackson.
Tales of Ancient Troy, Montgomery, 2 copies.
Eng. Hist. & Eng. Poets, Bates.
Success Thru Thought, Johnson.
The Crowned Jewels, Evans.
Life Isabelle Thoburn, Abington Press.
American Skat, Eickhorn.
Songs While Wandering, Choyce.
Children of the Sun, Perry.
Roumanian Fairy Tales, Dutton.
Am. Colonies 17th Cent., Osgood, 3 vols.
Dispensatorium Hagers, ed. prior 1908.
Wanderings in Italy, Faure.
Recoll. of Full Years, Mrs. Taft.
Fruit of Toil, Wilson.
Village of Vagabonds, Berkley Smith.
Snake Bite, pub. Doran.
Grain of Dust, Phillips.
Life Commodore McDonough, McDounough.
Italian Backgrounds, Wharton.
Most Illus. Ladies Italian Ren., Hare.
Prehistoric Races U. S., Foster.

Brick Row Bk Shop, 104 High, New Haven, Conn.

Dickens Christmas Carol, Lond., George Rutledge, copyright ed., 16mo.
Illus. books pertaining to St. Francis of Assisi.

Brick Row Bk. Shop, 30 Broad St., New York

Cottle, Joseph, book on Coleridge and Southey, Bristol.
Hewlett, any 1sts, fine copies.
Hardy, Tess of the D'Urbervilles, 1st ed.
Dickens, all Xmas books, 1st eds., original cloth.
Thackeray, Vanity Fair, original ed., in parts, fine copies only.
Stevenson, New Arabian Nights, 1st ed., fine copy.
Locke, W. J., any 1sts.
Bok, Americanization, 1st ed.
Horace and Catullus, good reading ed.

Brick Row Bk. Shop, 19 E. 47th St., New York

Goodyear, Grammar of the Lotus.
Kate Greenaway, Almanacs for 1888 and 1897.
Captain Voss, Venturesome Voyages, Yokahoma, 1900.
Ridgeway, Nomenclature of Color.
Worcester, Wm., Chronicles.
Bickmore, Travels in East Indian Archipelago.
Beccari, Wanderings in the Great Forests of Borneo.
Derooig, Reptiles of Indo Australian Archipelago.
Forbes, A Naturalists Wanderings in the Eastern Archipelago.
Flower, Introduction to the Study of Mammals Living and Extinct.
Johnstone, George Grefel and the Congo.

Bridgman & Lyman, 108 Main, Northampton, Mass.

Bradley's Bernard Bosanquet.
Green Parrots in Captivity, 3 vols.
Curtin, Land of Deepening Shadow.
Williams, Sandwich Glass, A Technical Book for Collectors.
Armitage-Smith, John of Gault.

A. Britnell, 815 Yonge St., Toronto, Canada [Cash]

Coggeshall's American Privateers 1856.
Patrins, Louis Imogene Guiney, Sherman, French Co.

Hubert R. Brown, 70 Fifth Ave., New York

Onderdonk, H., Jr., Documents and Letters Intended to Illustrate the Revolutionary Incidents of Queens County, Leavitt Grow, 1846.
Onderdonk, H., Jr., Olden Times in Queens County.

Brown Bk. Shop, 623 State St., Madison, Wis.

Hahn, Handbook of Climatology, trans. R. D. Wood.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

The Unwilling Maid, Jean Gould Lincoln.

Burton's, Ltd., 597 St. Catherine St. W., Montreal

Grenville Memoirs.
La Terre, Emile Zola, in English.
Walter Bagehot Essays, 1st. vol., Silver Lib., Literary Studies.
Bruges, A Record and an Impression, Mary Stratton, containing 163 pages, charmingly illus. by 120 pen-and-ink drawings.

Fanny Butcher, 75 E. Adams St., Chicago

Lightning Conductor, Williamson.
Art Anatomy, Dr. Wm. Rimmer.

Cadmus Bk. Shop, 312 W. 34th St., New York

Audubon and His Journals, 2 vols.
Tome, Pioneer Life, 1854.
Vantyne, Loyalists in the Revolution.
Diary of Gouverneur Morris, 2 vols.
Burpee, Search for Western Sea.
David Thompson's Journal, Montreal, 1916.
Warwick Woodlands, pages 167-8, 1845, only.
Simms, Frontiersmen, vol. 2 only.
Perry, Scenes in Surveyor's Life, 1859.
Schultz, An Inland Voyage, map, page 128.
Phillippine Islands, vols. 8, 27, 39.
Coffin, Elijah, Life of, 1863.
Quincey, Eliza, Memoir, 1861.
Prentiss, S. S., Memoir, vol. 1, 1881.
Lewis and Clark, vol. 1, 1814, boards, uncut.
Harney, Gen. Wm., Life, 1878.
Rosen, Pa-Ha-Sa-Pah, St. Louis, 1895.
Tallent, The Black Hills, 1899.
Journal of Robert Rogers, ed. by Hough.
Tome, can use an imperfect copy.

Campion & Co., 1821 Walnut St., Philadelphia

Letters from the Frontier, Gen. Geo. Archibald McCall.
Memoirs & Adventures of Sir John Hepburn.
Harper's Monthly for Aug., 1905.
Riddle of Road, Childers.

Canadian Library Agency, 1147 Bay St., Toronto 5

Anderson, Bishop, The Net in the Bay.
Coggshall, John, History of American Privateers, 1856.
Mante, Hist. of Late War in North American & Islands of the West Indies, 1872.
Masson, Bourgeois de la Cie Nord Ouest, vol. 1.

BOOKS WANTED—Continued

Carson Pirie Scott & Co., Bk. Dept., Chicago

The Crime of the Century, Ottolengin, Putnams, $1 ed.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Hilsebusch, Knowledge of a Rectifier.
Simmons, History of Lake Geneva.
Ouida, Tricotrin.

W. G. Chapman, 118 N. La Salle St., Chicago

The Pirates Own Book.

Chelsea Bk. Shop, 365 W. 15th St., New York

Latin and Greek Classics, 15 vols.
Volumes of Golden Hours.
Dunsany, 1st eds.
Emphatic Diaglot New Testament.
Bible, Prof. Young's trans.; Lesser's trans., any other unusual transs.
Geneological History of Henry Adams.
Williams, From Poverty to Progress.
Casanova's Memoirs.
Edgar Fawcett, anything by.
Edgar Saltus, anything by.
New York City, books, prints, pictures, quote anything any time.
Burton's Arabian Nights.
Booth's History New York City.
Joyce, Portrait of the Artist as a Young Man, N. Y., 1916.
Maturin, Melmoth the Wanderer.
U. S. Catalogs of Books.

Chemical Catalog Co., 19 E. 24th St., New York

Fractional Distillation, Sidney Young, 1903 issue. 2 copies.

Chicago Cut Rate Bk. Co., 445 S. Dearborn, Chicago

Adams, Henry, Education of.
Edwards, Dictionary of Thought.
Dunbar, P. L., complete works.
Kimball, E. A., Teaching & Addresses.
Twain, Capt. Stormfield Visit.
A Woman's Confessional.
New England Nun.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Flute, any books wholly or in part on, Mss., A. L. S. of flute players, portraits, etc.
Dale, Ashley-Smith Explorations.
Morga, Hist. of P. I., 2 vols.
Simms, Lily and Totem, 1st ed.
Gist, Christopher, Jls. by Darlington.
Stevens, Reporter's Lincoln.
Eddy, Mary Baker G., Life by Milmine.
Burke, Genealogical and Heraldic Hist. of Landed Gentry of Ireland, latest ed.
British Critic, N. S., vol. 23, 1825.
Prince, Spanish Mission Churches of N. Mex.
Chittenden, Amer. Fur Trade in Far West, 3 vols.
Rayleigh, Theory of Sound, 2 vols.
Wegweiser en Raadgevers vor Landverhinsers Noord-Amerika, 1846.
Lincoln, Abraham, Address on, by Warfield.
Ross and Highland Cos., Ohio, Hist. of.
Heiming, Richard, Case of, London, 1689.

C. W. Clark Co., 235 W. 23rd St., New York

Myer, Oldest Books in World, N. Y., 1900.
Hannay, Christianity.

John Clark, 1003 E. Jackson St., Orlando, Fla.

Brewer, World's Best Essays.
Gray, Mythology of All Races, vols. 2, 5, 7, 8, 13 and all following.
Cousins, Fifty Salem Doorways.
Davidson Family Genealogy, N. Y., 1899.
Eby, David, Recollections of Sixty Years.
Emery, Politician, Party & People.
English Hexapla.
Embury, Early American Churches.
Early Western Travels, ed. by Thwaites, 32 vols.

Cleveland Public Lib., 325 Superior, N. E., Cleveland

Agrippa von Nettesheim, Heinrich C., Three Books of Occult Philosophy or Magic, Chicago, Hahn & Whitehead, 1898.

Cleveland Public Lib.—Continued

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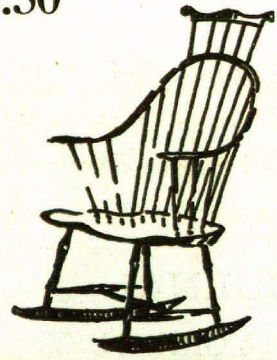

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